

Message Text

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ACTION EUR-25

INFO OCT-01 ISO-00 SP-03 AID-20 EB-11 NSC-07 RSC-01

CIEP-03 TRSE-00 SS-20 STR-08 OMB-01 CEA-02 AGR-20

CIAE-00 INR-11 NSAE-00 PA-04 PRS-01 USIA-15 H-03

XMB-07 SAM-01 DRC-01 OPIC-12 L-03 /180 W

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R 291230Z AUG 74

FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 8535

USDOC WASHDC

LIMITED OFFICIAL USE SECTION 1 OF 2 SOFIA 1527

E.O. 11652: NA

TAGS: OVIP (POPOV, IVAN)

SUBJECT: POPOV VISIT

REF: A. STATE 187920; B. SOFIA 1470; C. SOFIA 1387; D. SOFIA 1450

E. SOFIA 1241; F. STATE 179265; G. SOFIA 1401; H. STATE
186648

1. BASED ON TIMELY RECEIPT OF TENTATIVE WASHINGTON SCHEDULE (REF A), I HAD A GOOD DISCUSSION WITH POPOV AUG 28 ON HIS VISIT. BEGAN BY CONVEYING THE SIGNED ORIGINAL OF INVITATION FROM SECRETARY DENT FOR WHICH HE EXPRESSED APPRECIATION.

2. COMPOSITION OF GROUP.

A. PENKO PENKOV REPRESENTING CHAMBER OF COMMERCE (REF B) SHOULD DEFINITELY BE REGARDED AS MEMBER OF POPOV GROUP FOR DURATION OF WASHINGTON VISIT. HE MAY ARRIVE AHEAD OF POPOV.

B. ALSO TO BE ADDED IS GOSHO DZHAMBOV, DEPUTY CHAIRMAN OF THE NEW COMMITTEE FOR FOREIGN ECONOMIC RELATIONS (REF C). DZHAMBOV, NOT TO BE CONFUSED WITH VARBAN DZHAMBOV ON LIST
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REPORTED REF D, DEALS WITH IMPORTATION OF ENTIRE

PLANTS AND IS CONCERNED ESPECIALLY WITH CHEMICAL INDUSTRY.

C. LIST OF ADVISERS AND EXPERTS WILL BE FORTH-COMING NEXT WEEK. A GROUP OF EXPERTS OF THE MINISTRY OF METALLURGY AND MACHINE BUILDING IS STILL BEING ASSEMBLED. AT LEAST TWO SUCH GROUPS WILL BE TRAVELING AHEAD OF POPOV PARTY, AND HE ASKED THAT THEIR VISAS BE EXPEDITED SINCE THEY ARE TO PREPARE GROUND FOR DISCUSSIONS HE WILL BE HAVING WITH AMERICAN INDUSTRY. (I SAID UNLESS APPLICATIONS ARE SUBMITTED IMMEDIATELY THERE COULD BE DIFFICULTY.)

D. POPOV MADE IT CLEAR HE WOULD NOT WANT ENTIRE DELEGATION (EVEN MINUS EXPERTS AND ADVISERS) TO ATTEND EVERY EVENT ON HIS WASHINGTON SCHEDULE. FOR INSTANCE HE EXPECTS TO DESIGNATE AT MOST FOUR MEMBERS TO ACCOMPANY HIM TO DISCUSSIONS IN COMMERCE AND STATE DEPTS. (NOTE WE MAY THUS NEED A PARALLEL SCHEDULE FOR THOSE NOT INVOLVED IN DISCUSSIONS AMONG PRINCIPALS.)

3. OFFICIAL SCHEDULE.

A. HE WAS PLEASED WITH SCHEDULE AS PER REF A BUT IMMEDIATELY COMMENTED THAT IT WOULD SEEM ESSENTIAL THAT HE HAVE OPPORTUNITY TO SEE CHAIRMAN CASEY. I TOLD HIM EVERYTHING POSSIBLE IS BEING DONE TO THAT END.

B. WITH RESPECT TO HANDLING OF PRESS (REF E), I SUGGESTED THAT SINCE HE HAD BAD EXPERIENCES WITH MISQUOTATIONS IT MIGHT BE IN HIS INTEREST TO HOLD PRESS CONFERENCE LATE AFTERNOON SEPT 24 RATHER THAN TALK WITH INDIVIDUAL PRESS PEOPLE. HE SWALLOWED HARD AND SAID HE WOULD CONSIDER IT.

C. POPOV PARTY WILL BE BRINGING FOUR SHORT COLOR FILMS ALONG (ON BULGARIAN AGRICULTURE, INDUSTRY, SCIENCE AND TOURISM RESPECTIVELY), AND HE SOLICITED ADVICE ON WHEN AND WHERE THEY MIGHT BE SHOWN. HE FELT THAT SINCE MOST AMERICANS KNOW SO LITTLE ABOUT BULGARIA, VIEWING THESE SHORT FILMS (TOGETHER A BIT OVER HALF AN HOUR) MIGHT HELP AS STAGE-SETTER FOR HIS DISCUSSIONS. ALTERNATIVELY THEY MIGHT BE SHOWN AT BULGARIAN RECEPTION SEPT 24. I OFFERED TO VIEW THE FILMS SO THAT BETTER DESCRIPTION OF THEM COULD BE GIVEN TO WASHINGTON. HIS LIMITED OFFICIAL USE

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ADVANCE PEOPLE WILL IN ANY EVENT BRING THEM ALONG AND WILL SEEK ADVICE FROM OFFICIALS WHO ARE HELPING WITH ARRANGEMENTS.

D. POPOV PARTY LEAVES HERE SEPT 20 AND WILL SPEND SEPT 21 IN PARIS VIEWING SECAM ELECTRONICS EXHIBIT; WILL THEN FLY DIRECT TO WASHINGTON SEPT 22.

4. UNOFFICIAL PORTION OF VISIT.

A. INFORMED POPOV OF ADDITIONAL EIGHT FIRMS THAT HAVE BEEN ADDED TO LIST, AS PER REF F AND EXPLAINED ASSUMED CONNECTION BETWEEN EPSTEIN AND ATALANTA. ALSO EXPRESSED SURMISE THAT ADDITION OF PEPSI-COLA MAY BE CONNECTED WITH MATTER WE REPORTED IN REF H.

B. NOTING THAT SCHEDULING ARRANGEMENTS WERE BEING MADE BY BULGARIAN EMBASSY WITH ASSISTANCE OF COMMERCE, I ASKED IF HE HAD RECEIVED A TENTATIVE SCHEDULE OF SECOND PART OF HIS VISIT. HE SAID NO, BUT WOULD SOON GET BUSY SENDING SCHEDULING INSTRUCTIONS TO BULGARIAN EMBASSY WASHINGTON IN LIGHT OF CORRESPONDENCE HE AND OTHER MEMBERS OF GOVT HAD HAD WITH INDIVIDUAL AMERICAN FIRMS. I SUGGESTED THAT LEADING EXECUTIVES MIGHT NOT BE AVAILABLE EXACTLY WHEN HE DETERMINES IN SOFIA THAT HE WOULD LIKE TO SEE THEM, AND IT WOULD BE GOOD TO TIGHTEN COOPERATION BETWEEN BULGARIAN EMBASSY WASHINGTON AND COMMERCE ON UNOFFICIAL PART OF SCHEDULE. (COMMENT: MODUS OPERANDI ENVISAGED BY POPOV SEEMS A PRESCRIPTION FOR CONFUSION. EVEN THOUGH USG IS NOT RESPONSIBLE FOR SCHEDULING UNOFFICIAL PORTION OF HIS VISIT WE HAVE EVERY INTEREST IN HELPING TO SEE IT GO OFF SMOOTHLY, PARTICULARLY SINCE IT APPEARS THAT POPOV GROUP WILL APPARENTLY HAVE AUTHORITY TO INITIATE SUBSTANTIAL PURCHASES IN US.)

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C. I TOOK OCCASION TO REMIND POPOV, ON BASIS OF LETTER FROM GEORGE WOODS, THAT BONDHOLDERS COUNCIL WILL BE PREPARED TO MEET WITH HIM IN NEW YORK. HE SAID HE WOULD BE GLAD TO TALK WITH MR. WOODS. ALSO REMARKED THAT HE LOOKED FORWARD TO LUNCHING WITH DAVID ROCKEFELLER.

D. POPOV PROMISED TO GIVE US NEXT WEEK HIS PREFERENCES FOR SCHEDULING OF UNOFFICIAL PART OF VISIT, WHICH HE WILL ALSO BE CABLING TO AMBASSADOR POPOV IN WASHINGTON.

5. POPOV ASKED FOR BRIEFING ON STATUS OF MFN, WHICH I PROVIDED ON BASIS REF H AND OTHER RELEVANT MESSAGES. HE WAS APPARENTLY SEARCHING FOR A MARXIST EXPLANATION OF POSITION TAKEN BY SENATOR JACKSON AND OTHER ERST-WHILE CRITICS OF TRADE BILL. I TOLD HIM ONE OF THE INTERESTING ASPECTS OF HIS FORTHCOMING TRIP IS THAT HE WILL FIND THAT MATERIALIST INTERPRETATIONS DON'T ALWAYS FIT POLITICAL PHENOMENA IN THE US WHERE PEOPLE ARE QUITE CAPABLE OF GOING AGAINST THEIR IMMEDIATE MATERIAL SELF-INTERESTS WHEN SUCH INTANGIBLES AS HUMANITARIAN CONCERNS ARE INVOLVED. POPOV THEN ARGUED THAT US HUMANITARIAN CONCERNS ARE MORE LIKELY TO FIND SATISFACTION IF LIMITED OFFICIAL USE

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US TRADES ON NON-DISCRIMINATORY BASIS WITH EE COUNTRIES.

6. POPOV ALSO ARGUED AGAIN THAT SIGNATURE OF SOME INTER-GOVERNMENTAL AGREEMENT WOULD MAKE HIS VISIT MORE OF A SUCCESS, BUT I TOLD HIM, DRAWING ALSO ON REF H, THAT HE WILL JUST HAVE TO ARGUE HIS CASE FOR EARLY NEGOTIATIONS IN WASHINGTON. EMBASSY WILL LATER SUBMIT A SEPARATE ANALYTICAL MESSAGE ON THE POINTS WHICH POPOV IS LIKELY TO BRING UP IN HIS DISCUSSIONS IN COMMERCE AND STATE DEPTS, THE ARGUMENTS HE WILL PROBABLY EMPLOY, AND HOW THEY MIGHT BE HANDLED.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 29 AUG 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: garlanwa
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974SOFIA01527
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740239-0985
From: SOFIA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t1974087/aaaaafud.tel
Line Count: 212
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: A. STATE 187920; B. SOFIA 1470; C. S, OFIA 1387; D. SOFIA 1450
Review Action: RELEASED, APPROVED
Review Authority: garlanwa
Review Comment: n/a
Review Content Flags:
Review Date: 11 APR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 APR 2002 by ifshinsr>; APPROVED <01 JUL 2002 by garlanwa>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: POPOV VISIT
TAGS: OVIP, (POPOV, IVAN)
To: STATE COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005